

Message Text

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ACTION ARA-10

INFO OCT-01 ISO-00 SP-02 AID-05 EB-07 NSC-05 CIEP-01

TRSE-00 SS-15 STR-04 OMB-01 CEA-01 CIAE-00 COME-00

FRB-03 INR-07 NSAE-00 USIA-06 XMB-02 OPIC-03 LAB-04

SIL-01 AGR-05 L-03 SAB-01 DODE-00 PA-01 PRS-01 PM-04

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P 262140Z SEP 75

FM AMEMBASSY PANAMA

TO SECSTATE WASHDC PRIORITY 5258

C O N F I D E N T I A L PANAMA 5935

E.O. 11652: GDS

TAGS: ETRD, PN

SUBJECT: BANANAS: UNITED BRANDS/GOP NEGOTIATIONS

REF: (A) PANAMA 5698 (B) PANAMA 5536 (C) PANAMA 7397,
DEC. 31, 1974

1. IN CONVERSATION WITH EMBOFF EARLY THIS MORNING, UB VICE
PRESIDENT MATHERS REPORTED NEGOTIATIONS WITH GOP RESUMED
EVENING OF SEPTEMBER 24 WITH FOLLOW-UP MORNING SESSIONS SEPTEMBER
25 AND ANOTHER EXPECTED TODAY WITH POSSIBLE FOLLOW-UPS
NEXT WEEK.

2. MATHERS REPORTED HIS COMPANY IN THE "THROES OF TRYING TO
FIND OUT WHAT IS GOING ON." GOP HAD DISCARDED UB'S PROPOSED
PARTNERSHIP (REF B) AND IS BENT ON BUYING OUT UB PRETTY CLOSE
TO THE TERMS REPORTED IN REF C. MATHERS BELIEVES RECENT
DEVELOPMENTS IN CANAL TREATY NEGOTIATIONS BASIC REASON FOR
GOP'S HARDENING STANCE.

3. MATHERS CONFIDED UB'S RESIDENT REP BOBBY WALKER
WORKING HARD BEHIND THE SCENES TO CONTACT GEN. TORRIJOS IN
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EFFORT TO POSTPONE NEGOTIATIONS. IN THE MEANTIME UB WILL TRY TO

CAPITALIZE ON GOP'S GROWING INTEREST IN THE FRESH FRUIT AND VEGETABLES VENTURE, PROPOSED RECENTLY BY PATSA, UB'S SUBSIDIARY (REF B). ALTHOUGH GOP VICE PRESIDENT "TECHNICALLY" IN CHARGE OF NEGOTIATIONS, HE HAS BEEN ABSENT THIS WEEK LEAVING MINISTER COMMERCE INDUSTRIES MANFREDO TO RUN THE SHOW.

4. FYI: MR. KEVIN CORRIGAN, VICE PRESIDENT, COMMUNICATIONS PROGRAMS INTERNATIONAL, NEW YORK, CALLED ON DCM SEPTEMBER 24 AND CONFIRMED PLANNED VISIT TO PANAMA IN OCTOBER BY UB'S NEW PRESIDENT, WALLACE BOOTH (REF MEMO TO ASST. SEC. ROGERS FROM MINISTER MOREY BELL, AUGUST 27, 1974). OUR ASSESSMENT IS EXACT DATE, HOWEVER, WILL HINGE LARGELY ON OUTCOME GOP/UB NEGOTIATIONS.
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Message Attributes

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